



PR/160795 | Sales Account Manager – Kuantan, Pahang

募集職種

人材紹介会社

ジェイエイシーリクルートメントマレーシア

求人ID

1602379

業種

その他（メーカー）

雇用形態

正社員

勤務地

マレーシア

給与

経験考慮の上、応相談

更新日

2026年08月25日 02:00

応募必要条件

職務経験

6年以上

キャリアレベル

中途経験者レベル

英語レベル

ビジネス会話レベル

日本語レベル

無し

最終学歴

短大卒：準学士号

現在のビザ

日本での就労許可は必要ありません

募集要項

The Sales Account Manager will be responsible for developing new business opportunities and managing existing customer accounts across the East Coast region. The role requires a highly motivated sales professional with strong industry networks and the ability to build long-term relationships with contractors and key industry players.

Key Responsibilities:

Sales & Business Development

- Develop and execute sales strategies to achieve sales targets.
- Identify and secure new business opportunities within the East Coast region.
- Expand market share and strengthen the company's presence in the region.
- Generate sales leads and convert opportunities into successful business outcomes.

- Prepare sales forecasts, reports, and market updates.

Customer Relationship Management:

- Maintain strong relationships with existing customers.
- Develop new relationships with key decision-makers and industry stakeholders.
- Provide professional sales consultation and product recommendations.
- Ensure high levels of customer satisfaction and after-sales support.

Market Coverage

- Manage customers across industries including:
 - 1) Construction Contractors
 - 2) Mining Companies
 - 3) Plantation Groups
 - 4) Oil & Gas Companies

Market Intelligence:

- Monitor market trends and competitor activities.
- Gather customer feedback and market information.
- Recommend strategies to improve business competitiveness.

Requirements:

- Diploma or Degree in Business, Marketing, Engineering, or related disciplines.
- Minimum 5 years of sales experience in:
 - 1) Construction Machinery
 - 2) Heavy Equipment
 - 3) Industrial Equipment
 - 4) Related B2B Sales Environment
- Proven track record in business development and sales achievement.
- Experience handling key accounts and major customers.
- Strong sales and negotiation skills.
- Excellent networking and relationship-building abilities.
- Self-motivated and target-driven.
- Strong presentation and communication skills.
- Ability to work independently and manage territory sales activities.
- Good understanding of the East Coast market is an advantage.
- Mature candidate with extensive industry exposure.
- Strong network within contractor, mining, plantation, and industrial sectors.
- Experience developing new business opportunities and managing strategic accounts.

#LI-JACMY

#Countrymalaysia

Notice: By submitting an application for this position, you acknowledge and consent to the disclosure of your personal information to the Privacy Policy and Terms and Conditions, for the purpose of recruitment and candidate evaluation.

会社説明